

## Message Text

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56-S

ACTION PM-04

INFO OCT-01 ISO-00 NEA-10 SS-15 SP-02 INR-07 NSC-05 DODE-00

CIAE-00 ACDA-07 /051 W

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R 011000 AUG 76

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 4706

S E C R E T ABU DHABI 2078

WARNING NOTICE -- SENSITIVE SOURCES AND METHODS INVOLVED

E.O. 11652: XGDS-1

TAGS : MASS, TC ; 7

SUBJECT : UAE DEFENSE FORCE REQUEST FOR FMS CASH SALES --  
M16A1 RIFLES

REF: (A) STATE 178831, (B) STATE 185802, (C) ABU DHABI 1911

1. AMBASSADOR AND DCM MET WITH UAEDF CHIEF OF STAFF  
GENERAL KHALDI JULY 31 TO PROVIDE RESPONSES (REFS. A  
AND B) TO UAEDF REQUESTS REF. C. THIS CABLE DEALS  
WITH M16A1 WITH SEPTELS BEING SENT ON OTHER ITEMS  
OF CONCERN.

2. TO DEAL FIRST WITH POSSIBLE PURCHASE OF M16A1'S  
BY DUBAI (THOUGH IT WAS OF COURSE NOT PRIMARY FOCUS  
OF DISCUSSION), GEN. KHALDI STATED THAT HE WAS CERTAIN  
THIS REPORT WAS FALSE. HE READILY ACKNOWLEDGED PAST  
RECORD OF ARMS PURCHASE BY INDIVIDUAL RULERS, BUT HE  
STATED THIS ISSUE HAD BEEN SPECIFICALLY DEALT WITH IN  
PROCESS OF UNIFYING ARMED FORCES. FOR PRESENT:  
LACKING ONE BUDGET, PURCHASES CONTINUE TO BE  
MADE BY INDIVIDUAL EMIRATES. BUT ALL SUCH ORDERS  
ARE TO BE REFERRED FIRST EITHER TO GENERAL HEAD-  
QUARTERS IN ABU DHABI OR TO MINDEFENSE IN DUBAI  
WITH THESE TWO THEN COORDINATING BEFORE APPROVAL  
IS GIVEN. IN ADDITION, FOREIGN MINISRY WAS TO  
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SEND EMBASSIES OF ARMS SUPPLYING NATIONS DIP  
NOTE (WE JUST GOT OUR COPY) EXPLAINING NEW  
CENTRALIZED SYSTEM OF ARMS PURCHASES AND ASKING  
THAT BOTH THEIR GOVERNMENTS AND PRIVATE ARMS  
MANUFACTURERS  
REFRAIN HENCEFORTH FROM DEALING  
WITH EMIRATES INDIVIDUALLY.

3. GIVEN THIS AGREEMENT ON CENTRALIZED CLEARANCE  
FOR ARMS ACQUISITION, KHALDI STATED HE COULD  
SPEAK WITH RELATIVE CONFIDENCE THAT DUBAI HAD  
NOT MADE ANY PURCHASE OF THE MAGNITUDE WE CITED  
(HE EXPLAINED THAT EMIRATE GOVERNMENTS MIGHT  
CONTINUE TO BUY SMALL NUMBERS OF RIFLES, PISTOLS,  
ETC. WITHOUT CLEARING THIS WITH MINDEF OR UAEDF  
HDQTRS. BUT SUCH ORDERS MIGHT BE ON ORDER OF  
TEN OR FIFTEEN PIECES AT MOST, NOTHING LIKE 10,000  
CITED IN OUR REPORT). ONLY RIFLES WHICH DUBAI WAS  
ACQUIRING TO HIS KNOWLEDGE WERE 100 BELGIAN RIFLES  
OF A MAKE CURRENTLY IN DDF INVENTORY--AND THIS  
SALE HAD BEEN REFERRED TO AND APPROVED GHQ.  
KHALDI DID SAY THAT HE WOULD LOOK INTO THE MATTER  
INFORMALLY, BUT HE REITERATED HIS CERTAINTY THAT  
CENTRALIZED ARMS ACQUISITION POLICY WAS WORKING.

3. RE M16A1 PURCHASE FOR UAEDF, KHALDI EXPRESSED  
REGRET AT LONG DELAY (REFS. A AND B) HE FELT  
ORDER  
COULD BE FILLED UNDER FMS. HE POINTED OUT TENDENCY  
HERE ONCE DECISION TAKEN TO WANT TO MOVE ALONG  
QUICKLY TO IMPLEMENTATION. HE NOTED THAT EUROPEANS  
PRECIATED THIS AND RESPONDED TO IT. UAEDF HAD  
DECIDED ON NEED FOR NEW RIFLES XYNBT CHOICE WAS  
BETWEEN M16A1 AND GERMAN AND ITALIAN RIFLES OF  
SAME CALIBER. KHALDI STATED HE WISHED PURCHASE US  
RIFLE AND HAD SO CONVINCED SHAIKH KHALIFA. IF  
PURCHASE COULD BE MADE

DIRERT FROM USG THROUGH  
FMS THAT WOULD BE IT--THERE WOULD BE NO COMPETI-  
TION. ON OTHER HAND IF DEAL WAS TO BE WITH US  
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MANUFACTURER THEN US RIFLE WOULD BE ON SAME FOOTING  
WITH EUROPEAN MODELS WHERE COMPANIES NOT GOVERN-  
MENTS WERE SEEKING SALE, AND DECISION WOULD HAVE  
TO BE MADE THROUGH COMPETITION.

4. ON BASIS ABOVE, GEN. KHALDI, WHILE ACKNOWLEDGING  
HE WAS SURE WE HAD DONE OUR BEST, ASKED THAT

FURTHER CONSIDERATION BE GIVEN TO POSSIBILITY OF ACCELERATED DELIVERY UNDER FMS. HE OBSERVED THAT, FROM HIS JORDANIAN EXPERIENCE, THERE WAS ALWAYS SOME FLEXIBILITY US POSITION AND OBSERVED THAT IF IT WOULD HELP UAEDF WOULD BE PREPARED TO SEND DELEGATION TO WASHINGTON TO DISCUSS MATTER FIRST HAND. AMBASSADOR RESPONDED THAT WE WOULD ASK, BUT THAT GENERAL KHALDI WAS ALSO AWARE OF MANY COUNTRIES SEEKING OUR EQUIPMENT AND OF NEED TO ESTABLISH SOME ORDER OF RESPONSE--TO MEET UAE REQUEST WOULD UNDOUBTEDLY MEAN PUSHING ANOTHER BUYER FURTHER BACK ON LIST WITH OBVIOUS ATTENDANT DIFFICULTIES. BASED ON INQUIRIES WE HAD ALREADY MADE ON THIS POINT WE COULD NOT BE HOPEFUL.

5. AS FALL BACK TO EARLIER TO FMS DELIVERY, GEN. KHALDI ASKED THAT WE ALERT US MANUFACTURER (HE BELIEVED THIS WAS COLT) TO UAEDF INTEREST IN M16A1 AND URGE THAT FIRM TO GET IN CONTACT WITH HIM. FIRM SHOULD BE TOLD SOME TEN TO FIFTEEN RIFLES WOULD INITIALLY BE REQUIRED FOR ANTICIPATED COMPETITION WITH ITALIAN AND GERMAN MODELS WITH WINNER THEN GETTING 30,000 RIFLE ORDER. KHALDI NOTED THAT WHETHER UNDER FMS OR DIRECT FROM MANUFACTURER, UAEDF WOULD WANT RIFLE COMPLETE WITH BAYONET AND SCABBARD. RE PRICE, THAT QUOTED UNDER FMS APPEARED POSE NO PROBLEM, TT CLEARLY IN DCP QD COMPETITION PRICE LIKELY BECOME FACTOR OF CONSIDERATION.

6. COMMENT/ACTION REQUESTED: EMBASSY REALIZES THAT QUESTION OF EARLIER DELIVERIES  
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UNDER FMS HAS ALREADY BEEN EXAMINED BUT WOULD APPRECIATE ANY FURTHER CONSIDERATION THAT MIGHT BE GIVEN IN LIGHT OF KHALDI'S COMMENTS. IF TIMING REMAINS FIXED, COLT AND ANY OTHER MANUFACTURERS OF M16A1 SHOULD BE ALERTED TO UAEDF INTEREST AND BE URGED TO GET IN CONTACT WITH KHALDI. EMBASSY WILL BE PLEASED FACILITATE SUCH MEETING IF DESIRED. WE WOULD IN ANY CASE WISH BE KEPT INFORMED OF WHAT US FIRMS PROPOSE TO DO HERE.  
STERNER

NOTE BY OC/T: TEXT AS RECEIVED.

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NNN

\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* SECRET

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